

# WE DELIVER RESULTS.

eROI is how we prove it.



**12% INCREASE**  
in guest satisfaction drives  
**\$24,000**  
in revenue growth

**23 MILLION**  
gallons of water saved.  
Equivalent to  
**\$186,000**  
per year

**\$1.6 MILLION**  
saved in reduced  
maintenance  
and equipment  
replacement

eROI:



## EXPONENTIAL RETURN ON INVESTMENT

Working with Ecolab, you'll see improved quality, productivity and the lowest total delivered cost – outcomes that significantly exceed your initial investment.

### WHY eROI:

**With outcomes that matter, eROI is value delivered.**

It's why eROI provides the insights you care about, from resource use to employee safety, pathogens to brand reputation.

### Prove your impact.

For those who demand performance, eROI delivers proof of impact by showing what matters most.

#### Strive for bigger impact.

Know where you stand to envision what's possible for an even better tomorrow.

#### Commit to outcomes that matter.

We share your commitment to clean, safe, healthy, sustainable and efficient.

### HOW IT WORKS:

#### Measurement is a critical component of our process to deliver exponential outcomes.

Using our proprietary eROI value approach, we measure our impact and quantify customers' return on investment.



**WATER**

Conserve water and optimize water quality.



**ENERGY**

Save energy through improved efficiency.



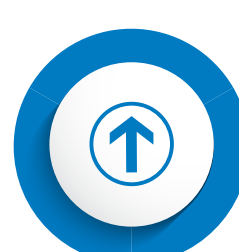
**GREENHOUSE GASES**

Manage emissions and indoor air quality.



**WASTE**

Keep waste out of landfills.

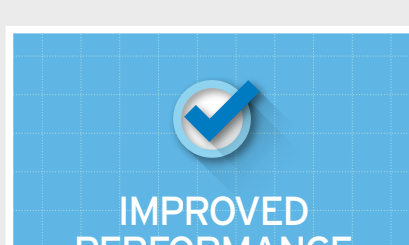


**TOTAL VALUE DELIVERED**

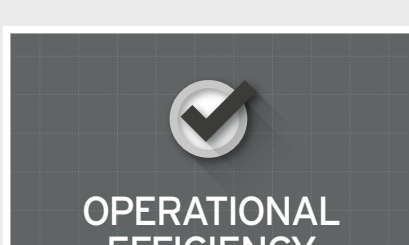
The combined benefits our solutions deliver.

#### We start with what matters most to our customers: performance

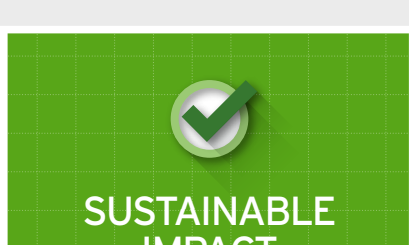
and link performance outcomes to environmental and social metrics and cost savings to demonstrate the triple-bottom-line benefits of sustainability.



**IMPROVED PERFORMANCE**



**OPERATIONAL EFFICIENCY**

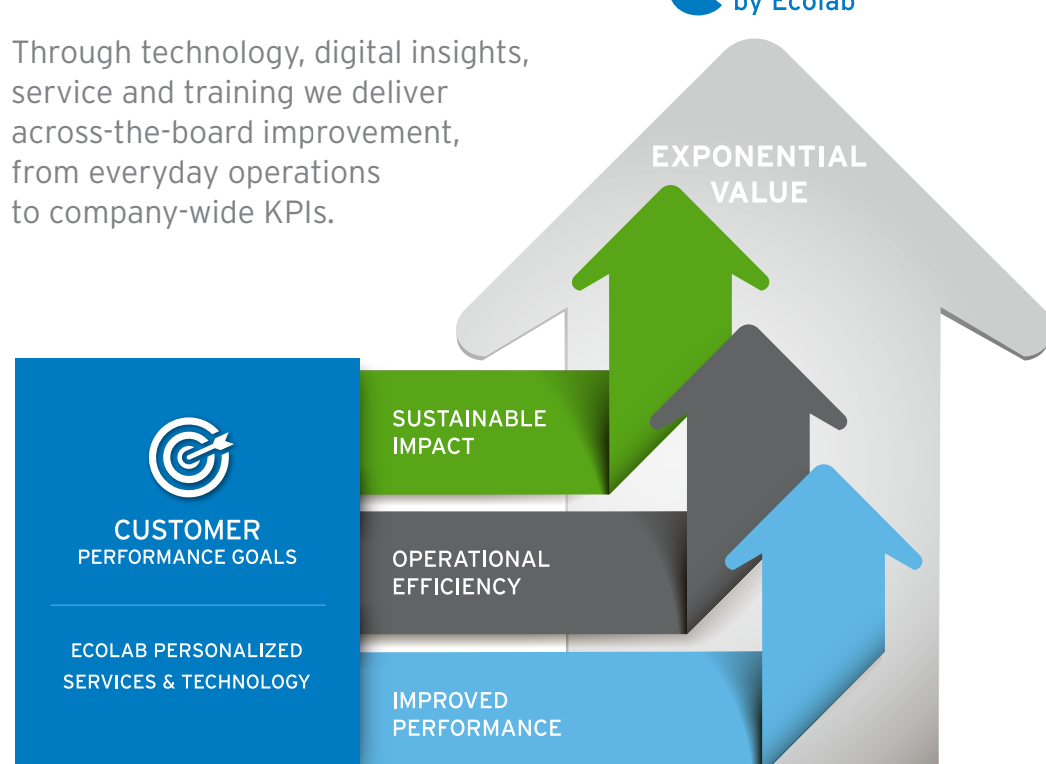


**SUSTAINABLE IMPACT**

### Value. Delivered.

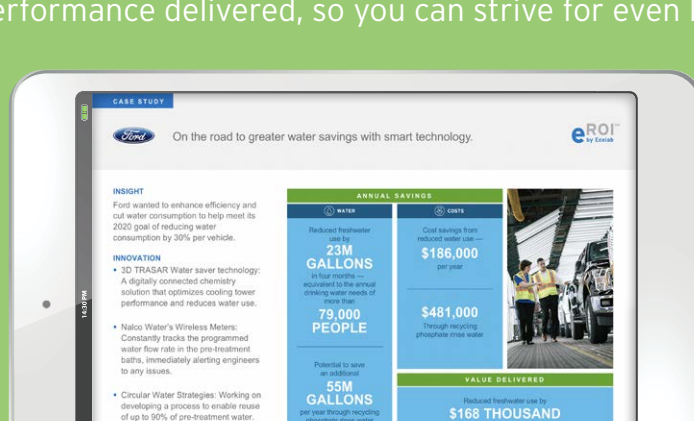


Through technology, digital insights, service and training we deliver across-the-board improvement, from everyday operations to company-wide KPIs.



#### Quantify and communicate your impact.

Know, track and improve. eROI savings reports let you see the value of performance delivered, so you can strive for even better.



[LEARN MORE](#)

#### About Ecolab

A trusted partner at more than 3 million customer locations, Ecolab (ECL) is the global leader in water, hygiene and energy technologies and services that protect people and vital resources. With annual sales of \$15 billion and 49,000 associates, Ecolab delivers comprehensive solutions, data-driven insights and on-site service to promote safe food, maintain clean environments, optimize water and energy use and improve operational efficiencies for customers in the food, healthcare, energy, hospitality and industrial markets in more than 170 countries around the world. For more information, visit [www.ecolab.com](http://www.ecolab.com)

